CONSULTING
Fisher College of Business
Undergraduate Career Path
What is Consulting?

• Consultants give expert advice to people working in a professional or technical field.
• They examine organizations, identify areas for improvement, and develop actions to create change.
• Consulting jobs exist in every industry.
What does a Consultant actually do??

On the job, consultants:
- Are exposed to a wide variety of experiences and are taught how to apply lessons learned in other situations to the ones at hand
- Provide an outside, objective view to an organization
- Pinpoint business problems and trouble spots
- Help implement strategies to make organizations more efficient and productive, and less wasteful
Consultants (usually…)

- Have a passion for ideas, client service, and people
- Are persuasive and convincing
- Have effective communication skills
- Can solve complex problems
- Are self-starters and flexible
- Have industry experience or expertise in a specific consulting area
- Like to travel
Types of Consultants

**Generalists:** Work for a firm which provides a wide variety of advice designed to make enterprises run more efficiently.

**Specialists:** Apply specialized process and functional knowledge to real organizations with real problems.

**Independent Contractors:** Contracts to perform services for others without having the legal status of an employee.

**Consulting Employees:** Work for consulting companies and provide services to other organizations.
Sample Internship Opportunities

Internship opportunities in the field of consulting are very limited. Most consulting firms hire candidates with past internship experience and a record of success in a particular academic field of study or industry.

In addition to consulting internships, students are encouraged to pursue opportunities within their functional area of business.

Sample Employers

Accenture
Centric Consulting
Crowe Horwath
Deloitte Consulting
EY
McKinsey & Co.
Protiviti
PwC
Socius
Weber Associates
The Case Interview

• Many consulting firms use case interviews to evaluate candidates

• A case interview is a job interview in which the applicant is given a question, situation, problem or challenge and asked to resolve the situation. The case is often a business situation or a business case that the interviewer has worked on in real life. ~Wikipedia

• The Vault Guides, Case In Point by Marc Cosentino, and caseinterview.com are great resources for getting started with case interviews
Sample Job Titles

Analyst
Senior Analyst
Consultant
Engagement Manager
Principal
Partner
Director
Officer
Senior Partner
Senior Director
Consulting Salaries

Fisher College of Business
Average Consulting Salaries (2017-2018)

Full-time $63,295/year
• Employment of consultants is projected to grow 14% from 2014 to 2024, faster than the average for all occupations.

• Demand for these workers will grow as organizations continue to seek ways to improve efficiency and control costs.

• See the Occupational Outlook Handbook for additional information: http://www.bls.gov/OCO/
Student Organizations

Buckeye Undergraduate Consulting Club (BUCC)

BUCC takes in high-achieving freshmen and sophomores to develop their critical thinking, presentation and networking skills. BUCC students then work on projects with real companies on a variety of topics to further enhance their skillset. BUCC also enables underclassmen to form a strong peer cohort early on in their collegiate careers.

Students Consulting for Non-Profit Organizations (SCNO)

Students Consulting for Non-Profit Organizations (SCNO) is a national organization in its fifth year at The Ohio State University. SCNO offers strategic consulting for local non-profit clients free of charge. Student associates add value to non-profit clients by translating the knowledge they have gained in the classroom and through their own employment experience to real world problems that non-profit companies face every day. SCNO is unique in that it benefits its non-profit clients while simultaneously developing its student associates.
Fisher Emerging Consultants (FEC)
Fisher Emerging Consultants (FEC) is a selective program/class for undergraduate business students interested in working in the field of consulting. Students selected for FEC work with select Career Management staff to develop a consulting focused job search strategy plan and receive personalized coaching.

Students interested in FEC should contact Sarah Steenrod at Steenrod.5@osu.edu

Consulting Industry Cluster
The overall objectives of this two part course series in the Consulting Industry Cluster is to familiarize the students with a working understanding of consulting industry, roles, client engagement process, solution development and presentation techniques and its applicability in a diverse client business environment for any industry.

https://fisher.osu.edu/undergraduate/academics/industry-clusters/consulting